

JANUARY 9, 1954

# LEATHER AND SHOES

*The Magazine for Executives*

Visiting Foreign Shoemen: What Payoff?

Rubber Footwear Makers Eye New Markets

Break-Even: Guess Or Certainty?

Hycars In Leather Processing

Peabody Tanners Planning Move-Out?

St. Louis To Be U.S. Shoe Fashion Center

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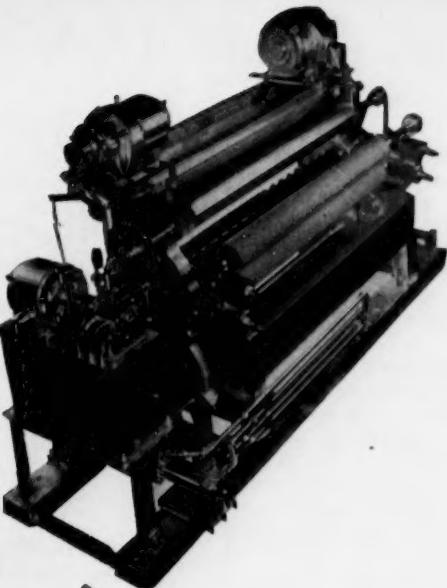
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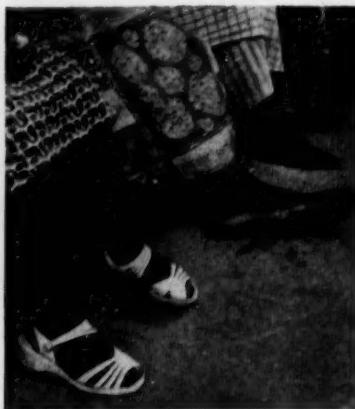
# LISTEN TO THIS!

**Tipoff for men's shoe producers?** A very significant statistic turns up. In 1947, men's sport shirts accounted for 27% of the entire shirt market. In 1953 it was 72%. The swing from dress to casual, from formal to informal. Men's shoe manufacturers should take note.

**Boots, boots, boots!** In Waltham, Mass., is a gal named Joan Trott, whose paid job it is to walk 13 miles a day. She has the unique job of testing winter storm footwear for Hood Rubber Co., Watertown, Mass. The temperature may be 90 degrees, but Joan trudges over hill and dale, on every conceivable type of terrain, to test how well the boots can take it. On a job like that the question is: who wears out first—the boots or Joan?

**Playboy in playshoes:** That's millionaire movie producer Howard Hughes, who recently bought six pairs of canvas-rubber footwear in six different colors. One for each girl of the week, no doubt.

**No pants, no shape, no kidding:** In the "Letters From Readers" column of a recent issue of the Communist



**AFRICAN FOOTWEAR FASHIONS:**  
From sublime to extreme: playshoes,  
no shoes, and a pair of slippers.

Daily Worker in London was a letter condemning workers for wearing trousers . . . "those symbols of inequality of women. Under Communism," declared this writer looking forward to Utopia, "not only evening dress but trousers too will disappear. I am already designing a tasteful blanket suitable for wear by both sexes. One of its features is that it has no shape at all."

**One for the road:** For Christmas, all the salesmen of Welco Shoe Corp., Waynesville, N. C., received an automatic coffee-making machine that's mounted on the dashboard of their cars. It plugs into the cigarette lighter outlet, and presto! a steaming cup for the road.

**We wondered where it went:** The Institute of Life Insurance reports that of today's personal income dollar of John Q. Citizen, 81.1c goes for consumer spending, another 6c into savings, 12.9c for direct personal taxes. Back in 1949, spending accounted for 87.7c, savings 3.2c, and taxes 9.1c.

**That's what the professor says:** Dr. Ruby Jo Reeves Kennedy of the Dept. of Sociology at Connecticut College, reports the interesting findings of a recent study. The mean salary earned by male morons (I. Q. 50-60) is slightly higher than that earned by their intellectual superiors.

**More like Cummings.** The shoe industry certainly would welcome more folks like movie actor Robert Cummings. In his wardrobe are more than 40 pairs of shoes.

## LEATHER AND SHOES

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### Departments

Editorial	5
News X-Ray	6
Stylescope	8
News	9
Military Buying	19
Leather Markets	20
Tanning Materials	22
Hides and Skins	23
People	28
News Quicks	29
Canadian Notes	32
Want Ads	33
Coming Events	34
Deaths	34
Index to Ads	34

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LEATHER and SHOES

January 9, 1954

## EDITORIAL

# Ben Gold, That Self-Professed American Patriot, Links Up With The Strangest Bedfellows

Victor Perlo, cited as head of a Soviet spy ring, is now associated with Gold's union

**T**HERE is hardly anyone we know who spouts more fervently about American democracy and his personal patriotism than Ben Gold, president of the International Fur & Leather Workers Union, which in more polite circles is called a left-wing union.

When it comes to tub-thumping about love of country, Benny can stand right up there with the professionals. Benny is forever making impassioned speeches about how good and patriotic an American he is—a far better American, of course, than the American imperialists, warmongers, bosses, red-baiters, labor turncoats, capitalists, FBI police agents, etc. In fact, by the time Benny is finished putting the finger on the rest, there are just about no real patriots left except self-haloed Benny himself and his buddies, most of whom have a peculiar affinity for the colors red and pink.

Well, a man so immersed in his self-professed love of America certainly should be rewarded with a hearing—or, if Benny will pardon the expression, an investigation. For loud as his words of patriotism are, the contradictions of some of his policies and actions holler even louder.

**We find a strange bedfellow** assigned to the payroll of the International Fur & Leather Workers Union. He's none other than Victor Perlo, serving as "economic counsel" to IFLWU.

Who's Perlo? The FBI says that for years he has been one of the Soviet's leading espionage agents in the U. S. Perlo has been identified by Whittaker Chambers and Elizabeth Bentley—both former Soviet spies—as head of a Communist espionage cell in Washington. He was also identified as an espionage agent by the FBI in reports sent to the White

House along with those of Commie agent Harry Dexter White.

For some 15 years Perlo held a variety of important posts with the U. S. government. In 1933 the first Communist cell was established in the U. S. government in Washington. Heading it was Harold Ware, who had just returned from Russia with The Order of Lenin, a high Soviet award. Ware's mother was Ella R. Bloor, known as the "Mother of U. S. Communism."

**Perlo was a member** of that first U. S. Communist cell, along with Alger Hiss, John Abt, Nathan Witt, Charles Kramer, Henry Collins, Nathaniel Weyl and others later identified as ardent Commies or Soviet espionage agents.

Perlo moved up rapidly in government posts, holding key positions with the NRA, Home Owners Loan Corp., Commerce Dept., OPA, Treasury Dept. and other government agencies. In fact, Perlo was so adept in his Soviet spy work that he was given charge of a second spy ring, according to Harold Glasser, another Treasury Dept. official and also a Commie and espionage agent.

Here is Elizabeth Bentley, writing of her experiences as a high-up Soviet espionage agent in Washington: "Whatever documents and information Harold Glasser stole from the Treasury files were handed over to his chief, Victor Perlo . . . Perlo in turn handed them over to me for transmission to my Soviet chief when I met him in New York."

In March, 1947, Perlo "resigned" from government service. The only point of confusion was: Which government was he serving during his 15 years in Washington? Abundant evidence makes clear that it was Russia.

**This is the man** who holds a respected position today as "economic consultant" in patriot Ben Gold's union.

Now, there's an irony to this. Gold has been indicted for alleged falsification of the non-Commie affidavit required by law. He is scheduled to stand court trial this month. His defense attorney, incidentally, is none other than Vito Marcantonio, prominent leftwinger and darling of the Commie *Daily Worker*. Gold is demanding fair treatment—which of course he'll get—under the laws of this country.

Yet, representing his union is Victor Perlo, a man who has been pledged, via espionage activities, to contributing to the destruction of the American procedure of legal justice upon which Gold stands in hope of defending himself successfully against the charge of perjury.

**Today this same Perlo** teaches at the Communist Party's Jefferson School of Social Science, listed by the Justice Dept. as subversive. He is also writing such anti-American propaganda books as "American Imperialism," urged reading by the *Daily Worker* and other Commie sources.

This is the type of individual which good American patriot Ben Gold deems fit to be associated with his patriotic union.

Our credulity in Benny's self-professed patriotism is shaken when we look at some of his colleagues such as Irving Potash, still a vice-president of IFLWU despite being one of the infamous Red Eleven now serving a prison term on charges of intent to overthrow the government; Jack Stachel, also in prison on the same charges, and formerly associated with IFLWU, according to testimony before a congressional committee; Nathan Witt, cited as a Washington member of a Soviet espionage ring, and having served as legal counsel for IFLWU.

The list of Benny's selected playmates could go on and on. The same patriotic Benny who boldly declared before a government investigating committee that he would "never!" bears arms for the U. S. against the Soviet in the event of war.

All of it makes it pretty hard to believe that there's also some pure white and true blue mixed with the red flag that Benny has waved for so long.

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# news X-Ray

Christmas business far more important than we realize . . .

There's more than one way to skin a cat—Russians getting good leather made from U. S. hides . . . Shoe workers stress security.



**New contract agreement between CIO United Shoe Workers and Massachusetts shoe manufacturers** (see L&S, issue of Jan. 2) provides no wage increase for first time in years. But pact, covering 12,000 workers in some 60 shoe factories, contains increased sickness, hospitalization, surgical and welfare benefits.

**Contract is significant in that it shows what unions are doing to ride along with tighter money period.** Unions ask for higher wages but settle for increased benefits. Effect is to consolidate wage gains of recent years while providing further security for workers. All this indicative of new labor trend which may well dominate U. S. industry for years. In periods of stability, labor will forego wage increases in favor of benefits.

**In long run, this should prove beneficial to both shoe management and labor.** Workers will have less reason to envy higher wages of various other industries as they build up stake in shoe industry. Feeling of security will supplant that of dissatisfaction over comparatively lower wages. As long as wages are reasonably in line with living costs, shoe industry will find it less difficult to attract and hold workers—one of its worst illnesses in recent years.



**Breakdown of 1953 footwear sales** made by Leather Industries of America as follows: Industry sold 221 million pairs of women's shoes, 98 million pairs of men's, 123 million pairs of children's, and 60 million pairs of slippers. Tanners produced 21,800,000 cattlehides, 12,000,000 calfskins, 36,000,000 sheep and goatskins, 28,500,000 sheep and lambskins, 1,000,000 horsehides, 500,000 kangaroo skins and several million alligator and reptile skins.



**Importance of Christmas to shoe business as a whole may not be fully appreciated.** Fact that 10 percent of all retail shoe sales (dollarwise) is concentrated in two weeks preceding Christmas is only part of the story. There's a lot more to it.

**Easter and Fall sales** — specifically March-April and Sept. business—generally regarded as busiest sales periods

for shoe retailers. This is so as far as shoes themselves are concerned. In 1952, for example, retail shoe sales in all retail stores (excluding shoe chains and mail order houses) accounted to \$126 millions in March, \$164 millions in April and \$165 millions in Sept. Total for year in these stores was \$1,709,000.

**In Dec. 1952, these same stores reported \$211 millions in sales.** Of course, major part of this came from slippers and accessories. Yet, without this Christmas business, shoe retailers would be in far less satisfactory liquid position, less inclined or able to order for Easter.

**National figures for Christmas business are revealing.** In Dec. alone, consumers annually spend about 19c of each dollar they spend in retail stores during the entire year. Further breakdown shows this figure was 26c for all variety stores (Woolworths, etc.) and 26c for men's clothing stores (specialty shops) which buy and sell a good number of shoes over the year.



**Here's another factor** which plays big role in why U. S. is having trouble getting all Western Europe to go along with anti-Russian program. Russians have stepped up purchases of consumer goods from Western Europe, are paying for goods in sterling and U. S. dollars. This is one of reasons Moscow has sold so much gold recently in Western Europe, taken foreign currencies in exchange.

**Among items Soviets are purchasing in quantity is German shoe leather.** This means that a good many of the hides we have been shipping to Western Germany, ostensibly for Germany's own use, have eventually made their way to Russia as leather. Overall result is we are paying to put more shoes on Russian feet, civilian and military. Hides are shipped to Western Germany under European aid plan, Germans tan them, sell them to Russia. Everybody profits except the U. S.

**Other products Russians are buying for same purpose** — to increase flow of consumer goods to Russian civilians—include textiles from Britain, Belgium, Italy and France, textile and food machinery from Britain, electrical equipment from Britain, France and Belgium, steel, steam boilers and cranes from France, and foods from Denmark, Holland, Norway and Sweden.

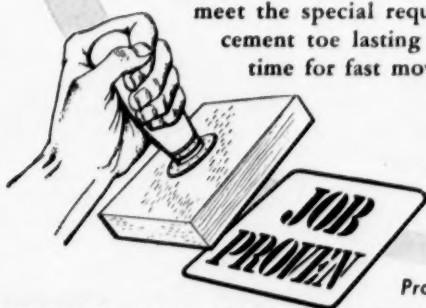


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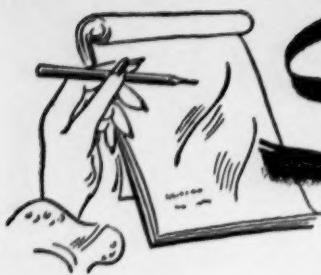
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January 9, 1954

LEATHER and SHOES



# Stylescope

SHOE  
FASHION  
NEWS  
AND TRENDS

Promotional value of special fashion rainwear not being utilized to fullest extent by industry . . . Weather means something to shoe styling. . . . New use for mesh.



Recent survey of storm footwear manufacturers indicates lack of new styling details in their 1954 showings. Many manufacturers seem to feel it is too difficult to keep coming up with new fashions in rainwear. Thus, each year becomes a rehash of previous lines.

**Timely promotions of fashion in waterproof wear** can, however, add to sales volume. A dash of color, imaginative trimmings could turn conventional dark boots and rubbers into more than staple items.



**Storm-wear for men** has usually been considered only as a practical necessity—with the high, heavy, insulated boot in the lead. But what about the commuters—the businessmen? Lightweight waterproof shoes not necessarily shown in conventional black and designed especially to go with suits—would appeal to this large, ready-made public.



**Children's storm shoes present untapped sources** to the imaginative designer. Bright colors in solids or even plaids will always attract the eyes of youngsters. School colors particularly, perhaps in easy-to-attach tassels, could be used to good advantage. Add to these a few promotional styles (for example, one company features paratrooper boots for boys) and the manufacturer has a sure bet, fashion-wise, in selling the young.



**Forecast for 1954 shows women's storm-wear as lighter and smarter.** Women have been emancipated from the heavy, clumpy types of storm-wear. Neat, trim styles, featuring warmth without weight, are sure-fire sellers. Pert bow at ankle adds extra fillip to boot pictured, as well as flattering leg by creating tapered, pleated effect. Color possibilities in this type of bad-weather wear are endless, and can give consumer the one bright note for a dull day.



Summer, 1954 will see new uses for the popular **nylon mesh**. Having been used in dress and casuals with success manufacturers are now putting nylon mesh into sport lines where comfort is a necessity. See picture of



traditional golf shoe with addition of mesh for added coolness and suppleness. Fabric, by Shain, is being shown in standard solid colors and also in tweed combinations.



**Are changes in weather conditions** (northern part of the U. S. becoming warmer and the south becoming colder) going to bring about new concepts in shoe styling? With warmer falls and winters for greater segment of nation, manufacturers cannot depend on the staple, heavier type shoes. The demand for men's heavy shoes will not be so great while a bigger boom can be expected in casual lines. Brighter colors and more call for prints in men's shoes is another possibility.

**Similar changes will appear in women's fashions.** Winter sales of women's opened-up shoes may become much stronger. Also the differential between women's spring and fall shoes may come to be chiefly the color factor and not the closed or open look.

Rosalie Marzbanian

# LEATHER AND SHOES



The Magazine for Executives

## UNCLE SAM PLAYS SANTA CLAUS

### **Question Is: Did European Shoemen Benefit From Visits To U.S.?**

Visitors Came And Saw But Show Small Inclination To Adopt American Manufacturing Methods

Over the past three years, U. S. shoe manufacturers have played Santa Claus to more than 100 European competitors — all of whom were official guests of the Government.

The Europeans, many of them shoe manufacturers themselves, were here to have the secrets of America's shoe "knowhow" handed them on a silver platter.

In this time, nine separate teams of shoemen from abroad—representing foreign labor and government as well as management—were ushered through the innermost recesses of scores of shoe factories, tanneries, hide and skin cellars and retail shoe stores. Top management from coast to coast spent hundreds of days providing the visitors with guided tours and highly informative lectures.

U. S. shoemen (and taxpayers) have played host during the last three years to well over 100 shoe executives from Europe, all of whom came here as members of "teams" designated by their various Governments to study America's best shoemaking techniques.

Seven countries were represented on these teams. Great Britain and Denmark each sent two teams. France sent another. So did Norway, Belgium, Austria and Germany.

The visits cost the U. S. a pretty penny. Foreign aid officials admit to expenditures of \$84,000 on shoemen

alone—about \$20 per diem per man. In addition, government and industry officials wined and dined the visiting dignitaries at further cost to the U. S. taxpayer. The Europeans paid their own passage to and from the U. S.

Add to this the scores of other European businessmen who came here to study rubber plants in general and specifically rubber footwear and rubber heel and sole manufacturing plants. Also, the many visiting allied industries. Total cost to the U. S.—at least \$150,000 officially and many more thousands unofficially.

Now comes the time for appraisal. American shoemen who participated in the program are asking themselves, "What are the results?"

The answer, on the record, is hard to find.

European shoe plants, in general, are reluctant to give out information on their operations. Even if they were to adopt American manufacturing methods, the veil of secrecy that surrounds the plants would make it difficult to ascertain this. Even when production and efficiency are increased along with profits, few overseas shoe manufacturers will reveal the why and wherefore.

U. S. foreign aid officials would be hard put to cite a single concrete instance where a European shoe manufacturer gained from his trip here —apart from the vacation, knowledge

and new friends. Yet officials are sure their former guests gained a great deal. Even if foreign shoemen haven't adopted a solitary American technique—which is highly unlikely—the new attitudes, insight into U. S. methods and other intangibles they took home with them must be regarded as benefits.

However, overseas shoemen have been less secretive in disclosing what impression they have gained from their study of the U. S. industry. A quick review of five official reports from European shoe teams now in the hands of foreign aid officials brings out some interesting points.

**The reports seem to agree that:**

1—Management in U. S. shoe factories is tops, superior to foreign. There is better pre-planning, better flow of materials when and as needed, and finished products move out of factories before there are log jams meaning idle hours for employees while costs run up.

2—Again, U. S. employees work harder, under the incentive system, even though they may cut short their lunch hours to get home half an hour earlier. The employees show interest in their jobs, and, whether through unions or something else, have a dignity in relations with employers.

3—Machinery is used far more widely in the U. S. than abroad, or anywhere else in the world for that matter, and this means quantity production at less cost and, at times, little loss of quality.

4—U. S. productivity, pairs of shoes per man, is very high in the United States, often twice that abroad, but this does not mean all it seems. For instance, some shoe components are semi-manufactured, thus cutting the laborer's work, and the use of machines helps swell the pairage per man. This machine, however, must be figured in, for true comparison, for it is an item of large cost.

5—U. S. selling methods work in the U. S., with advertising, a large number of salesmen, a variety of designs and styles, but this, like other parts of the American production picture, is not for European countries with smaller markets.

In one display of independence, the British reported that by use of American production methods, "some may be able to increase productivity only slightly, others may do so substantially. Although we present details of American methods, we do not advocate the complete imitation of them. In many cases, the conditions of the British market render this impossible and quite frequently a better British method may exist.

"Productivity can often be increased, sometimes considerably, by a sacrifice of quality, but it is vital that quality should not be sacrificed. It is our firm opinion that quality can be maintained and indeed can be improved with increased productivity."

If the British report carried a go-slow warning, so, it seems, did most of the others. While expressing admiration, the reports pointed out that what goes in one country need not go in another.

A Norway report urged an end to "needless absence and shirking" of her shoe factory workers, but warned of difficulties in doing that, because the climate of life is different. In general, Norway said U. S. shoe workers do the same amount of work in 40 hours as the Norwegian does in 48, but there are hazards in stepping up the pace. A British report called for the incentive system, as widely used in the U. S., but warned against too much pressure.

All in all, there was unanimous agreement that wiser management, looking ahead, could do much to improve conditions abroad. Here, almost a carbon copy of American system was widely endorsed for European plants.

The addition of machines is to be studied, not advocated at once, the reports agree, for the time comes when a machine in a European plant can turn out more shoes than the market wants. At no point did the reports emphasize expanding the market by lowering the price, although per capita figures indicate a future in this direction.

American selling methods are to be studied, but adopted with caution.

The Danes, in particular, on leaving the U. S. in mid-Nov., 1953, saw danger in hiring more salesmen, in more advertising, in more promotion. Chiefly, they feared adding to cost of selling shoes, thus cutting profits.

The question of style brought varied opinions, with some preferring their own styles—the French, for instance. A move to cut down the number of types and styles of shoes being produced by a single factory was urged. Norway saw practical difficulties in this, in view of the limited market. One out was a requirement that one plant be allowed to make only shoes with one type of bottom, or shoes for men only, or women or children.

In one request for U. S. aid, the British boasted of better research work in the Empire, suggested the U. S. make available certain types of cement, and finally asked close liaison between the U. K. and the U. S. on methods, machinery, materials, components and research. At one point, Britain boasted of quality shoes.

The exact dollars and cents or productivity gains from the program cannot be measured, foreign aid officials say, for there is no yardstick in human relations.

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## SHOE OF THE MONTH

# St. Louis Manufacturers Launch Shoe Fashion Board

Major Program Planned To Promote City  
As National Shoe Fashion Center

Promotionally-minded St. Louis shoe manufacturers have come up with a startling new idea in their attempts to promote their city as a shoe fashion center.

Members of the Publicity Committee of the St. Louis Shoe Manufacturers Association have announced formal launching of the Shoe Fashion Board of St. Louis. The board is to be comprised of six women actively engaged in the fashion promotion and style departments of local shoe manufacturers, all leaders in the fashion field.

Selection of the board was made with one idea in mind, according to the Association. It will be made up of "Women who understand and speak the language of the women who buy our shoes . . . because 'no one thinks like a dame' and it takes a dame to think like another dame."

Charter members of the board are Miss Evelyne Farber of Brauer Bros. Shoe Co., chairman; Mrs. Betty Mason of International Shoe Co., co-chairman; Miss Beatrice Beste of Hamilton Shoe Co.; Miss Muriel Braeutigam of Brown Shoe Co.; Mrs. Ruth Klump of Valley Shoe Corp.; and Mrs. Marilyn McEnery of Wolff-Tober Shoe Mfg. Co.

The Shoe of the Month is the board's first major promotion of na-

tional scope in cooperation with the St. Louis Globe-Democrat. A different Shoe of the Month will be featured the first Tuesday of each month in the Globe-Democrat's women's section, written and illustrated by Mrs. Norma Jones, special fashion feature writer of the newspaper.

The shoe to be featured will be selected by the board in a drawing of all shoe companies in St. Louis, with a different manufacturer represented each month. Mats and reprints of the feature story will be mailed to fashion editors of newspapers throughout the country. Blowups will be provided for the manufacturer to send to his retail accounts as a promotional tie-in.

Special issues of the Globe-Democrat featuring men's, boys' and children's ready-to-wear will spotlight men's, boys' and children's footwear.

Members of the St. Louis Shoe Manufacturers Association produce nearly 45 million pairs of women's shoes annually. This figure, according to Arthur H. Gale, executive secretary of the Association, includes members of the Association only—not the entire midwest area—and does not include men's, boys' and children's shoes.

More than 50 percent of the nationally advertised, branded lines

sold in this country are made in St. Louis, Gale reports, and more than 50 percent of all shoe appropriations for advertising is spent by this market.

## BRIGHT OUTLOOK

# New Hampshire Shoe Plants Humming

Despite a recent curtailment in production, shoe manufacturers in Dover and Somersworth, N. H., employing more than 1,700 workers, are feeling considerable optimism over the business outlook for the coming season.

Dover shoemen report they are well into Easter production, predict a bright situation from the standpoint of sales and employment. Somersworth manufacturers told LEATHER AND SHOES that recent layoffs in their area were only part of a nationwide levelling off in shoe factories. All agreed that the ebb in employment doesn't signal a depression or even a serious recession by any means.

Dover's largest shoe plant is operated by Miller-Hermer Co., which boasts a working force of 550 and a business volume of \$4,500,000 annually. Dover is also the home of Beckwith Mfg. Co., world's largest box toe maker. Beckwith's 100 workers weekly turn out some one million box toes which are sold all over the U. S. and abroad.

Oldest active shoe trade firm in Dover is the Peabody Heel Co., which first opened its doors in 1880.

## Name St. Louis Committees

Appointment of committees for the Eighth Annual Fall Showing of the St. Louis Shoe Manufacturers Association has been announced by Paul Johansen, general chairman of the show.

The show will be held April 25-28 at leading St. Louis hotels.

Chairmen of the various committees are as follows: Paul Johansen, Convention Committee; A. J. Brauer, Jr., Housing Committee; Henry Solar, Entertainment Committee; K. E. Williams, Directory Committee; and Mrs. Ruth Klump, Publicity Committee.

Co-chairmen are Fred J. Weber, Convention; McLeod Stephens, Housing; C. D. P. Hamilton, III, Entertainment; Don E. Short, Directory; and Lester Tober, Publicity.



MEMBERS OF SHOE FASHION BOARD of St. Louis discuss opening promotion of "Shoe of the Month" to be featured in St. Louis Globe Democrat. Seated, left to right, Ruth Klump, Marilyn McEnery, Evelyne Farber (chairman), Betty Mason (co-chairman), Muriel Braeutigam, and Beatrice Beste.

## Hycar Resins Open New Fields In The Processing Of Leathers

By Thomas A. Dickinson

**Hycar** is a name that is used to designate a group of butadiene-acrylonitrile, butadiene-styrene, and polyacrylic elastomers with a number of actual and potential applications in the manufacture of leather products.

In fact, a few tanners seem to believe that the butadiene-acrylonitrile types of Hycar are superior to the much-publicized Hevea, Castilloa, and Vistanex impregnants which have been recommended by the Leather Section of the National Bureau of Standards.

Butadiene-acrylonitrile copolymers (sometimes referred to as "nitrile rubbers") are extremely tough, yet flexible, substances in the solidified condition. They have a pale straw color, excellent resistance to oils and some common solvents, and unusual ability to retain their more desirable physical properties despite exposures to strong light and various weather conditions over a long period of time.

As raw materials, they are thermoplasts. However, they can be vulcanized like rubber if they are compounded with sulfur or sulfur-type compositions. Also like rubber, they are available as latices (or as resins suspended in water); but, due to the fact that it is quite difficult to evaporate water after the latices are allowed to permeate leather materials, organic solvents are generally recommended for use as Hycar dispersion media in processing hides.

Butadiene-acrylonitrile copolymers are soluble in nitromethane, nitroethane, ethylene dichloride, chloroform, chlorobenzene, chlorotoluene, acetone, ethyl acetate, and dioxolane. If necessary to reduce production costs, these solvents can be blended with less expensive fluids such as toluene and isopropyl alcohol prior to the preparation of dispersions.

Aside from vulcanizing agents, ingredients that may be added to a Hycar dispersion for leather-processing purposes include pigments, softeners, and antioxidants. Pigments are rarely required because a Hycar resin alone can impart a bright natural lustre to leather materials; but, if

special color effects are required, most mineral pigments can be added to Hycar dispersions.

Softeners such as dibutyl phthalate, dibenzyl sebacate, benzyl alcohol, and triacetin may be added to a Hycar mix to facilitate the dispersion of other ingredients, increase the tack or adhesiveness of the composition, or to modify the physical properties of the resin.

**Adequate quantities of antioxidant** are usually incorporated in Hycar raw materials, but more can be added if greater heat resistance is specified.

Dispersions containing about 10 to 20% Hycar by weight are generally suitable for the impregnation of leathers. If maximum penetration is required, a soaking interval of 12 to 24 hours may be specified. However, this period could probably be reduced to one or two hours by means of vacuum or pressure-impregnation equipment.

Following impregnation, the solvent remaining in a hide will evaporate at room temperature in about 24 hours as a rule. This interval could be greatly reduced by heating the materials to about 150° F., and resultant production costs could probably be minimized by using solvent-recovery equipment to reclaim the evaporated fluids.

Hycar materials are especially useful as surface coatings for leather, because they are compatible with a variety of pigments and can be

strongly bonded to untreated leather surfaces. Moreover, it is possible to use latices in place of solvent dispersions in the preparation of Hycar surface coatings because this creates no special water-elimination problem.

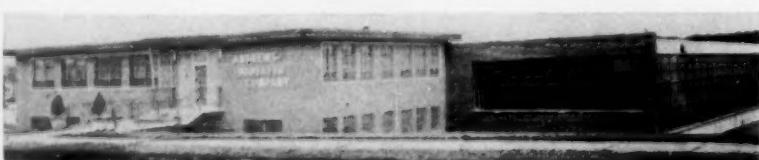
Pigments for Hycar surface coatings are usually separately dispersed along with a wetting agent in water, before they are added to the latex. A typical pigment-dispersion mix comprises 100 parts shellac, 25 parts borax, and 400 parts water.

The solid contents of Hycar coating dispersions range from about 25 to 50%. Where embossed finish effects are desired, the application of coatings usually involves the use of press equipment.

Hycar adhesives — suitable for bonding leather to leather and many other materials — usually comprise blends with various resins (such as the phenolics, caseins, and vinyls). Such adhesives may have almost any degree of flexibility or rigidity in the solidified condition, and may be applied with or without heat and pressure in various circumstances. Tests have shown they produce bonds with tensile strengths ranging from about 1000 to 5000 p.s.i.

**No special efforts have been made** to use Hycar resins as binders which will permit the conversion of leather dust into leather-like materials, although the successful use of Hycar for impregnation purposes indicates that this is a distinct possibility.

Materials of the Hycar type were being produced in Europe some 20 years ago, but they failed to make their debut in the United States until 1944—when it became urgently necessary to use synthetic elastomers in place of natural rubbers in the manufacture of products like automobile tires. Since World War II, these materials have become prominent in many industries — for example, as impregnants for the manufacture of paper and fabric products. But, as yet, they remain among the newcomers in the leather-processing field.



**EXPANDED ANDREWS-ALDERFER PLANT** in Akron, O., will enable company to increase and diversify production facilities for "Andalfoam" foam and fabric combination materials. Company's expansion program in new plant included addition of 7,200 square feet of factory area, bringing total to 300,000 square feet.

## FOUNDATION CLOSES

### Disabled To Be Shod Commercially

The National Shoe Foundation for Disabled Feet, a non-profit institution maintained by the National Shoe Manufacturers Association since 1947, will close its doors on January 15.

The Foundation, originally set up by the Association to provide special footwear for persons with disabled or hard-to-fit feet, has not accepted any new orders for footwear since November 3. The decision to liquidate the Foundation was made by the Board of Directors of the Association who, it is understood, felt that such footwear could not be obtained through regular commercial channels in most cities. Most of the Foundation's equipment has been sold or otherwise disposed of.

The Foundation was established in 1947, and in 1949 was moved into a well-equipped building on Brookline Ave., Boston. Contributions from members of the National Shoe Manufacturers Assn. maintained the non-profit organization over the past five years.

### Another Lincoln

Addition of a third generation Lincoln—George H. Lincoln—to the staff of the L. H. Lincoln and Son, Inc., Coudersport, Pa., tanning materials firm, has been announced by L. H. Lincoln and H. B. Lincoln, heads of the firm.

George Lincoln joins the company after a military tour of duty during which he saw service in Korea. He is the son of Howard B. Lincoln and grandson of L. H. Lincoln, founder of the firm which is international distributor of extracts, raw materials and other tanning supplies.

### Revise Shoe Color Names

The Tanners' Council has announced revision of the names of three colors originally selected among the new Fall and Winter 1954 Official Footwear Colors.

Among women's colors, the new Currant Shade will be called Rose-Red rather than Geranium and the new Rust Shade will be called October Rust rather than Golden Rust.

In men's colors, the new brown to replace Cherrytone will be called Ox-heart rather than Aztec Brown.



**TOP LEVEL RUBBER EXECUTIVES** of the Goodyear Tire & Rubber Co. meet at farewell luncheon for Harry L. Post, retiring as general manager of the company's Shoe Products Division. Largely responsible for the successful promotion of Neelite, Post is regarded as one of the leading figures in the shoe products field. Left to right, P. W. Litchfield, chairman of the board; E. J. Thomas, president; Post; and R. S. Wilson, vice president in charge of sales. Post was presented with an engraved silver bowl.

### Schwartz Takes Over

With the retirement of Thomas W. Allen as its president, Proctor & Schwartz, Inc., Philadelphia manufacturer of textile machinery and industrial drying equipment, has named P. Kay Schwartz as its new president.

Allen, who retired after nearly 48 years with the firm, the last eight as president, will continue as a member of the board of directors.

Schwartz' place as executive vice president has been filled by Myron T. Fleming, who continues also as vice president in charge of the company's Dryer Division. All other officers and directors continue in their present positions.

### Ohio Reports Profits Up

The Ohio Leather Co., of Girard, O., had a net profit of \$443,341.92 or \$1.53 per share of common stock in its fiscal year ended Oct. 31, President F. H. Becker reports. This compared with net of \$466,943 or \$1.61 a share the preceding fiscal year.

The company's annual report showed operating profit of \$867,246.86 against \$964,654.33 a year ago. Income from interest, mainly on government securities was \$28,145 against \$25,039 a year ago, and dividends of a subsidiary company were \$2,950 against \$2,250 a year ago.

The company provided \$455,000 for federal taxes and allowed \$69,153 for depreciation of plant and equip-

ment, against \$525,000 and \$85,205 a year ago.

Becker commented in his letter to shareholders that operations "have been satisfactory considering the increased cost of materials and wage raises" and added that the earning position has been due "principally to the fact that we have greatly increased our production."

The statement showed that the firm had unfilled orders Oct. 31 of \$1,990,000, against \$1,700,000 a year ago.

### International's Sales Up

Consolidated dollar sales of International Shoe Co. will show an increase of about 16 percent when figures are completed for the fiscal year ended Nov. 30, 1953, Edgar E. Rand, president, reports.

Sales are expected to exceed \$251,000,000 or more than \$34,000,000 above the \$217,041,923 sales of the preceding year. Net profit after Federal taxes, Rand said, will be approximately \$9,900,000 against \$8,286,892 for fiscal 1952. Earnings per share will be about \$2.93 compared with \$2.44 a year ago.

• **Lester A. Strasser** has resigned from Kaufmann Trading Co. after being associated with the firm for eight years. Strasser has no definite plans at the moment except that he is taking a holiday.

## Shoe Manufacturers Often Have Only Rough Idea Of Vital Figure

This is the second in a series of three articles prepared by the New England Shoe and Leather Association on the important subject of figuring and using break-even points as a necessary tool in effective management control.

The figures set up in the first article (see L&S, issue of Jan. 2) are used in preparing the break-even chart presented below as Figure 1.

The scale at the left measures sales volume and expenses in dollars. The scale at the bottom measures production in terms of percent of capacity. It has been assumed for this particular illustration, that \$10,000,000 of sales represents 70 percent of capacity.

The total expense line can, therefore, be drawn by starting at the left margin at point "A" which represents the fixed expense of \$2,500,000. Next the total expense figure of \$9,000,000 is plotted at 70 percent of capacity, point "B." A line is then drawn from "A" through "B." This is the total expense line showing costs at various levels of operation.

The income or sales volume line can be drawn from the zero point on the left margin through point "C" which is \$10,000,000 volume at 70 percent of capacity. Where these two lines—the total expense line and the income or sales volume line—cross is the break-even point, when income just covers costs and you have neither profit nor loss.

Of course, the information on this chart will not apply for all volumes, for it is based on current operations. If, for instance, the volume were to decline to 5 percent of capacity or increase to 150 percent of capacity, the relationships between fixed and variable expenses might change substantially. However, this chart is reasonably reliable for sales volumes from 50 percent to 90 percent of capacity, with declining accuracy outside those limits.

From Figure 1, you can see that Company "A" would have to have sales volume of about \$7,200,000 in order to break even. Also, the break-even point is at approximately 50 percent of capacity. To make any money

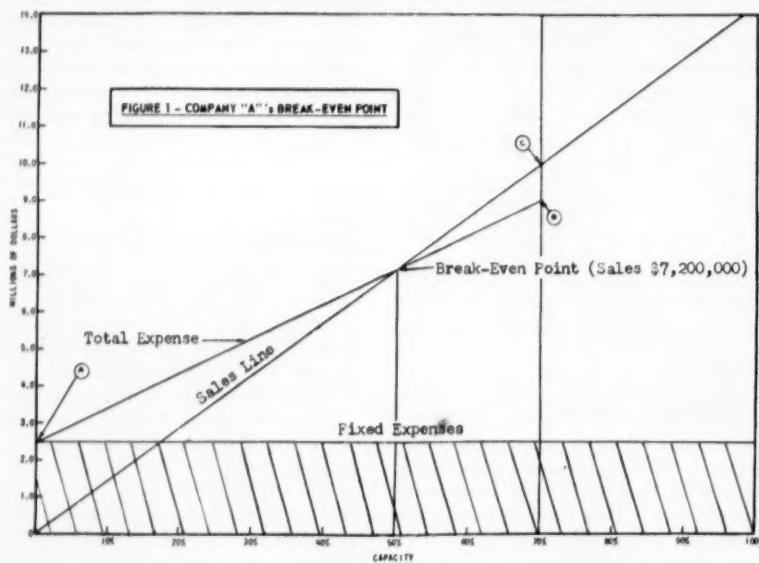
at all they would have to produce and sell more.

Most shoe manufacturers have a rough idea of where the break-even point for their particular plant lies. Usually, this is an approximation and is expressed in pairs, dozens or cases per day or week. Frequently, this all-important figure is nothing more than a rough mental estimate, completely lacking sound accounting

background. Our Association recommends that each member have the break-even point for his company computed and compared with current estimates and if necessary, revision of the break-even point should be made. The system described in these articles may be easily converted to the units (pairs, dozens or cases) generally used by each manufacturer.

The break-even chart shown on the first page is a hypothetical illustration and in no way reflects the actual operations of any shoe or leather company.

When the break-even point has been computed, your executives will be in a better position to anticipate the results of changes in sales or costs. It is suggested that your accountant assist in the preparation of any break-even charts for your company.



### Holmes Retires At Regal

Regal Shoe Co. of Whitman, Mass., this week announced the retirement of J. Albert Holmes as vice chairman of the board.

Known throughout the shoe industry as a prominent chain store executive, Holmes will remain as a member of Regal's board of directors and will maintain an office in the Whitman plant.

A member of the firm since 1906, he was assigned to the merchandising department in 1910 and at the age of 28 was named general merchandise manager of the company. During World War I he was appointed Government Aide in the Quartermaster Department's Boot and Shoe Purchasing Division.

He assumed charge of operations of all company-owned stores in 1921,

a position he held until 1952, was named a director in 1929, executive vice president in 1946 and vice chairman in 1948.

Holmes was presented a silver Paul Revere Bowl by Regal president James F. Whitehead, Jr., to commemorate his 42 years of service with the firm.

### Spurt In Melville Sales

Total sales of Melville Shoe Corp., New York, during 1953 are expected to reach \$108 million, an increase of \$18 million over 1952. Ward Melville, president, reported this week.

Melville said earnings will probably top the \$1.91 per share reported for last year.

Dec. sales were "satisfactory" proving better in comparison to 1952 than any other fall months of 1953.



**FRANK J. CHADWICK**, appointed general sales manager of **Atlas Refinery, Inc.**, Newark, N. J. Chadwick has been associated with the sulfated oils and fats compounding industry for over 20 years and will head **Atlas' sales of leather tanning and industrial oils**. His headquarters will be at the firm's home offices in Newark.



**NEWLY APPOINTED midwest sales representative for **Atlas Refinery, Inc.**, Newark, N. J., producer of tanning oils, is **Bernard Roll**, formerly chief chemist in charge of quality control at Moench Tanning Co. of Gowanda, N. Y. Roll will handle sales and technical service of **Atlas' line of tanning oils**. A graduate of the University of Buffalo, he is member of the American Leather Chemists Association.**

### Textileather Tops Sales

Textileather Corp., Toledo, O., manufacturer of plastic coated fabrics and processed textiles, reports sales for 1953 topped \$19,000,000, a new sales record for the 42-year-old firm.

Jules D. Lippmann, president of the firm, said the record sales were due to growing acceptance of plastic coated fabrics by consumers and the wider use of these materials in an increasing number of fields.

Textileather last year began manufacture of materials for use in men's and women's garments—a new field for plastic coated fabrics. At the same time, new styling trends in automobiles and interior decoration for homes have accounted for greater use of these materials.

Leading consumers of Textileather products in addition to the automotive and furniture industries are manufacturers of shoes, luggage, leather goods, folding doors and pharmaceutical supplies along with the building industry.

### Dryseal Gets Counters

The Wright-Batchelder Corp. has made arrangements with Endicott Johnson Corp. to sell the latter's patented polyethylene counters to the shoe industry. The new counters will be sold under the trade name of Dryseal Counters as a companion product to Wright-Batchelder's Thermoplastic Dryseal Welting.

Among the features of the new counters are that they form a more flexible backpart on the shoe, thus eliminating the breaking-in process; they do not soften or lose shape under severe wear conditions; they are impervious to water, acids, etc.; the original shape of the counter is maintained throughout the life of the shoe.

### FALL SALES GAUGE

## Boston Market Week Set For April 4-8

**Boston's Advance Shoe Market Week**, by this time a semi-annual fixture among national shoe shows, has been scheduled for April 4-8, Maxwell Field, executive vice president of the sponsoring New England Shoe and Leather Association reports.

Ostensibly offered as a service to Association members and other shoe manufacturers anxious to show early samples to Southern and Western wholesale and volume accounts, the Boston showing actually serves as an indicator of what's ahead.

In its short three years of existence, the show has not once failed to provide manufacturers with a fairly definitive picture of what to expect in selling for the season to come. This year's Advance Fall Market Week should prove no different.

As usual, lines will be exhibited from Sunday through Thursday at the Hotels Statler and Touraine as well as manufacturer showrooms on Lincoln and Essex Streets.

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## NEW MARKETS OR ELSE

# Decline In Storm Footwear Consumption Worries Producers

Rubber Footwear Makers Eye New Markets; Play-Casual Types To Become Major Target

A rumble is quivering through the nation's rubber footwear industry. It may have the makings of some important changes that will affect not only that industry but the shoe and leather industry as a whole.

Declining consumption of storm or waterproof rubber footwear leaves only the "sneaker" market and the "new" market of casual and playtime canvas-rubber footwear. It's the latter that's becoming the big target for these producers. It means intensifying competition for producers of regular shoes.

For several years now Old Man Weather has been delivering severe blows to the producers of storm footwear—blows in the form of mild winters. But what's worrying these producers most is that the scientists say that the trend toward milder winters in the northern and temperature areas of the nation is positive and permanent. The "old-fashioned" winters are fast fading, and conventional storm footwear may be gradually going the way of the buggy and buggy whip.

Among the country's 31 rubber footwear producers, along with their 50 plants and 22,000 production workers, there's grim talk of "the need for drastic and positive action." Without the aid of the old-fashioned

blizzards and slush pools, it may take some doing to maintain the industry's output of 75,000,000 pairs and \$200 millions in sales annually.

Those figures, which nobody seems able to break down accurately, include waterproof storm footwear, sneakers, rubber-canvas casual types, and other classifications. The chief blow to output and sales in recent years, of course, has been to storm footwear as a result of the increasingly mild winters. In recent weeks practically all rubber footwear plants have laid off substantial numbers of workers due to lack of retail orders. And retailers themselves have again met with disappointing storm footwear sales. The same has happened in Canada.

In this respect, the producers are over an inventory barrel because they have to "guess" the weather on a long-range plan, something which only the Farmer's Almanac has the temerity to do.

For example, production of storm footwear is begun usually in February to be ready for the next fall and winter. Building inventories this far in advance of season is a hazardous gamble against the whim of next winter's weather. In recent years it has been a costly gamble.

To make matters worse, the recent influx of featherweight, transparent latex and synthetic foot coverings for rainy weather has had popular reception with the public—but has hurt the regular rubber footwear producers.

And further, there's been growing concern about U. S. tariff policy aimed at lowering import barriers. About 25 years ago the U. S. rubber footwear industry enjoyed 59 percent of the export markets for their product. Then Japan and Czechoslovakia (copying American models and methods, according to the U. S. makers) stepped in, nicked away at the export markets until Czechoslovakia had over eight percent, Japan 63 percent—and the U. S. was down to two percent. Now the U. S. producers are demanding tariffs to protect them against invasion of their remaining outlet, the domestic market.

Well, where does this leave the rubber footwear industry today? While storm and waterproof footwear will remain a basic item, the feeling is that any continued gamble on the increasingly "erratic" weather may lead to serious consequences. So these producers are more determinedly eyeing new markets.

The rubber-canvas products known as "sneakers" or "athletic footwear" has enjoyed a healthy period due to increased participation in sports, the gradual breakdown of parental resistance to sneakers as not being conducive to foot health, and other factors. However, the sneaker market has its limitations.

These producers now believe they've found the big target they've been seeking: casual, play and semi-dress footwear. Public reception to these "new" rubber-canvas types in the past two-three years has been phenomenal. In less than four years the consumption of these colorful

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canvas-rubber types for men has grown from a few hundred thousand pairs to an estimated 10 million pairs in 1953.

Women and children are likewise rapidly increasing consumption of these types. The rubber footwear producers have done some smart styling of these types. Add the low cost factor and they've hit a jackpot.

**And now the worry has begun** to shift elsewhere—to the producers of regular leather shoes, to tanners, to many suppliers dependent upon conventional shoes for consumption of their products. As consumption of rubber-canvas footwear grows, sales are lost to more conventional types. A number of shoe manufacturers are making both types, riding with the trend.

The rubber footwear makers, backs to the wall as a result of the decline in storm footwear consumption, are determined to make the most of their new market. And because they're running smack into the markets of the producers of regular shoes, some white-heat competition is already in the making. The rubber footwear producers have little choice. It's win out here, or else. . . .

#### PEABODY-SALEM TANNERS RESTLESS

## Area Worried About Possible Out-Of-State Migrations

Limited Work Output "Policy" Of Workers Said Preventing Needed Plant Modernization

The Peabody-Salem, Mass., area, largest concentrated tanning region in the country, is expressing increasing anxiety about the possibility of a gradual exodus of tanners moving to other states. There has been no noticeable movement in this direction as yet. But what has been noticeable is the increasing talk of exodus and increasing restlessness among some of the 70 to 80 tanners situated there.

Vermont, New Hampshire, Maine and other states have been applying intensifying "sales pressure" on Peabody-Salem tanners to come to those states. The usual attractive

offers are being made: lower taxes, lower power and water costs, better labor relations, rental and other concessions, etc.

In the past few years, several tanneries have moved out of state: Twin Tanners, now operating as United Tanners in Dover, N. H.; Gill Leather Co. now in Puerto Rico; Richard Hington Leather Co., now in Franklin, N. H.; Salwin Leather Co., now in Lawrence, Mass.; Regis Leather Co., which moved to Raymond, N. H.; Milo Tanning Corp., now in Paris, Me.; the Cox tannery, now in Camden, Me.

It has been sufficient to worry mu-

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nicipal officials to the point of their calling for a meeting of local labor, industry, civic and other leaders to see what can be done to hold the tanning industry there, as well as attracting new industry.

LEATHER AND SHOES' discussions with numerous tanners in the area reveal that one major sore spot is the feeling that the area's 5,000 tannery workers aren't delivering a full quota of productivity for the wage dollar received. Some tanners feel that this is all part of local union policy: so much work per day or per hour and no more. This has had unfavorable consequences.

For example, one tanner expressed the feelings of others when he confided, "Our tannery is in an old building. We need modernization of plant, equipment, layout, facilities. But we don't have confidence to make that kind of heavy investment for modernization when we stand chance to gain little because of a limited work output policy of our production crew."

The truth of this may be reflected in the large number of old run-down tanning plants in the Peabody-Salem area. Nevertheless, they are doing a remarkable job considering the handicap of outdated plant facilities.

**Wage rates for tannery workers** in this important area are above national average. Said one tanner, "We don't mind so much the above-average rates if only we could see a corresponding response in productivity and work output."

Richard B. O'Keefe, leather labor union head in the Peabody-Salem area, disclaims the stand taken by some tanners. "Every leather worker (here) is producing more leather per hour than at any time in history."

O'Keefe points to other shortcomings locally: "The leather industry has been negligent in promoting its products in competition for the consumer's dollar. It has not spent the money it should on research to develop a better product. Particularly in the Peabody area, it has not ploughed back into the industry enough of its profits to keep its equipment up to date and its plants in proper condition."

Against these problem conditions the proposals of out-of-state groups to attract tanners to their areas gain more receptive ears than might otherwise happen.

The current situation can hardly be called critical. But, as one tanner said, "It wouldn't take much to tip this whole thing over."

## MILITARY BUYING

### Invitations

**Chamois, Sheepskin.** New York Quartermaster has issued Inv. No. 159 calling for Chamois, Sheepskin, trimmed size C—length 21", width 16", oil tanned, type 1—selection 2—for delivery as follows—8,500 each to Wilkins AF Depot, Shelby, Ohio, and 5,600 each for Cheli AF Depot, Maywood, Calif., complete delivery by May 30, 1954. All material to Fed. Spec.—KK-L-167 dated 1 June, 1951. Opening Jan. 15.

**Leather Bags.** New York Quartermaster has issued Inv. No. 163 calling for Leather, Bag, Russet, thickness 6/64 inches—108 sq. ft. for delivery to Letterkenny Ordnance Depot, Culbertson, Pa.—108 sq. ft. for Rossford Ord. Depot, Toledo, Ohio—696 sq. ft. for Terre Haute Ord. Depot, Ind.—1,728 sq. ft. for San Francisco POE, Oakland, Calif.—and in addition to the above, 288 sq. ft. of Leather, Calfskin, Russet, Thickness 3/64 inches, for delivery to Anniston Ord. Depot, Bynum, Ala.—432 sq. ft. for Benicia Arsenal, Army Point, Calif.—480 sq. ft. for

Letterkenny Ord. Depot, Culbertson, Pa.—288 sq. ft. for Red River Arsenal, Defense, Texas—and 288 sq. ft. for Rossford Ord. Depot, Toledo, O. Opening Jan. 18.

**Shoes, Men's.** The Redstone Arsenal, Ala., has issued Inv. No. 181 calling for Shoes, men's, blucher type, brown, white gusset—various sizes. Opening Jan. 18.

**Chin Straps, Leather.** The Purchasing & Contracting div., Chicago QM div. 1819 has issued Inv. No. 105 calling for 15,000 straps, chin-helmet M-1 parachutists for delivery to Bellbluff, Va. and Jeffersonville, Indiana. Opening Jan. 27.

### Awards

**Leather Belting.** The Post Office Dept., Washington, D. C., has issued an award to the Johnson Belting Co. at .09975 per sq. ft. The item was advertised under Inv. No. 1173.

**Leather Gloves.** The Contracting Officer, Sacramento Signal Depot, Calif. has issued an award to the Midwest Glove Co., Chicago, Ill., for 530 pr. Gloves, Leather, Linesmen's, general purpose, Signal CL-C-10

Army Specs 9-75 in 5 sizes as follows: item 1 at \$2.95, item 2 at \$2.59, item 3 at \$2.59, item 4 at \$2.63, and item 5 at \$2.95. The item was advertised under Inv. No. 87.

### New Leather Firm

Alex L. Brinkman, former vice president and sales manager of Hans Rees' Sons, New York tanner of industrial leathers, has announced formation of the Winworth Co. at Delawanna, N. J., new leather distributing firm.

Officers of the new firm are Brinkman, his son, Lyle, and Richard Offringa, who was associated with Rees for the past 18 years in a technical and sales capacity.

Winworth Co. will handle various leather products in the U. S. and Canada, including the line of Henry K. Barnes Co., Salem, Mass., tanner of hydraulic and mechanical packing leathers.

Brinkman first entered the specialty leather trade in 1919 with England Walton Leather Co. He was later associated with Himmlein & Bailey and has been with Hans Rees' Sons for the past 17 years.

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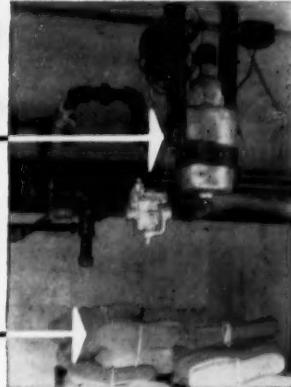
... those who are most likely to need what you have to sell.

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HELP  
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**ARMSTRONG MACHINE WORKS**

879 Maple Street, Three Rivers, Michigan

## Deliveries Continue Heavy New Business Generally Slow

Tanners Say January Billings Should Be Large  
But Face February With Fear And Trepidation

### NEW YORK MARKETS

**Upper Leather:** The trade is looking hopefully for increased leather buying this month. Most factories here have bought only part of their spring requirements and should buy the balance this month. Both the high grade women's and men's shoe factories here and the "stitchdown" manufacturers have found business slow and for that reason there has been little pep in sales of leather. Garment leather trade also slowed down as did bags and novelties.

Prices on leather appear about unchanged. On the wanted leather such as glove tannages and aniline dyed leather, prices are firm, but in the case of leather not selling too well,

there is an inclination to make price concessions. Patent leather still in demand and some tanners do a sizable export business with patent. Calfskins in women's weight have been slow but tanners expect this business to improve. About 85c and down the volume business prices for smooth calf. Women's weight aniline leather about \$1.00 to \$1.05 and down as to tanner.

**Sole Leather:** Market better this week and some tanners report they are going to have a good week as far as sales of bends and bellies go. This month should become very active as most buyers of sole leather are way down in their inventories. Bends figured 49-51c for 10 iron and up and 52-54c for 9/10 iron with lights going all the way up to 65c.

Bellies remain very tight and firmly held at 28c for the majority and some tanners report getting 29c and others ask 30c for good bellies. There is still a good demand and a lot of shopping around reported by people

looking for enough bellies. Double rough shoulders not very active but business expected to pick up. Volume trading around 44c to 48c while full list prices run from 44c to 52c as to weight.

**Sole Leather** finds going tougher, though fair sales reported by some. Deliveries being made promise a good January but new interest must materialize quickly if February is to be anything but a disappointment.

Prices unchanged with concessions made only under great pressure. Up to 68c still asked for best clear light bends. Usual asking price for best 8-9 iron bends around 58c and down, though small sales of selected stock reported at slightly higher. Best 9-10 iron bends bring slightly more than the 51c usually asked for good leather. In over 10 iron field about 48c and down asked.

Sole leather tanners of Philadelphia report business continues extremely slow and signs of a pick-up and at a minimum.

**Sole Leather Offal** far from satisfactory. Some business always being done but only bellies find eager buyers. Up to 29c easily obtained for best steers. Between 26 and 28c for good leather of good dimensions. Single shoulders with heads on quoted at 38-40c though sales reported at slightly lower. Double rough shoulders bring wide variety of prices with best clear lights for specialty purposes at 53c and down, while tannery run shoulders bring between 50 and 40c.

**Calf Leather** faces mixed condi-

**Armour's**  
**QUALITY**  
**Leathers**  
U.S.A.

**BABUCK**

★

Suede grain  
simulating  
buck . . .

**Armour Leather Co.**  
CHICAGO • BOSTON • NEW YORK

### Prices and Trends of Leather

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1953 HIGH
CALF (Men's HM)	73-1.05	73-1.06	80-1.07	95-1.20
CALF (Women's)	58-98	62-1.03	75-98	80-1.03
CALF SUEDE	60-1.00	60-1.00	80-1.05	85-1.10
KID (Black Glazed)	55-90	55-90	55-90	55-90
KID SUEDE	48-91	48-91	80-96	80-96
PATENT (Extreme)	53-58	55-60	56-60	60-64
SHEEP (Russet Linings)	15-25	15-25	18-32	18-32
KIPS (Combination)	52-54	52-54	54-58	64-68
EXTREMES (Combination)	44-50	44-50	52-54	56-59
WORK ELK (Corrected)	36-40	36-40	38-44	38-45
SOLE (Light Bends)	64-68	65-68	66-70	68-72
BELLIES	26-29	27-29	23-25	26-29
SHOULDERS (Dble. Rgh.)	48-51	50-53	50-53	51-56
SPLITS (Lt. Suede)	30-35	30-35	34-38	35-39
SPLITS (Finished Linings)	17-22	17-22	24-26	24-26
SPLITS (Gussets)	15-17	15-17	17-19	18-20
WELTING (½ x ¼)	7-7½	7½	7¾	8
LIGHT NATIVE COWS	14½-14	15	17½-17¾	20½

All prices quoted are the range on best selection of standard tannages using quality rawstock.

tions. Most tanners busy making deliveries against old orders, often orders held up for many weeks. Today cry is for quick delivery and new business can be had if tanners have blue, red and some light tans on floor. Few have.

Quotations usually unchanged but concessions being made for future delivery business, what there is of it. Men's weights have no difficulty with top grades between 90 and \$1.05. Same for aniline finish at 4-5c more. Below 90c is another story and after present backlog are filled looms a bleak February unless new interest suddenly develops.

Women's weights find top grades just as easy to move, low grades just as difficult. Between 85 and 95c there is plenty of business even well into February. From 85c down to about 60c the story is different. Only blues and reds and gingers seem very active here. Extra fine small skins still demand considerable premium and bring up to \$1.01 in regular finish and up to \$1.05 for aniline.

Calf suede very dull but fair interest developing in whites. Heavy type suede plods along with steady moderate call.

**Sheep Leather** mixed. Some tanners find new business very good; others complain. Garment leather lagging as shoe sheep picks up.

Best boot lining russets bring up to about 25c. Shoe russets bring between 15 and 20c for volume business with a cent or two more sometimes paid. Colored vegetable linings at 26c and down have fair business. Chrome linings getting down to price level that is attractive. Many new buyers at 28c and down, though volume still not what can be expected if such leather gets at about 26c and down level.

Some new interest developing in hat sweat, a type long very quiet.

**Side Leather** billings large as tanners ship against old orders that have been held up for the beginning of the new year. In special colors blue continues to lead. Whites in strong demand.

Prices quoted remain unchanged but deals for future delivery usually made at concessions. Heavy aniline finished combination leather at about 56c and down for kips, though few sales made at above 54c. In full grain about 65c asked. Extremes at 48-50c tops, large leather about 44c and down. Pigment finishes bring two to three cents less.

Chrome leather priced at about 50c and down for kips, 45c and down for extremes and 42c and down for

large. These prices for heavy weights. Light leather usually talked about in middle 30's.

**Split Leathers** moving in good volume but competition very keen. Result: prices often unsatisfactory.

Best heavy suede gets fair call, but volume not what it has been. Up to 44c asked for best colors. Light weight suede lethargic. Finished linings bring wide variety of prices with best at 18-20-22c. Plenty available below. Work shoe splits continue quiet as do sole and flexible.

**Kid Leather picks up.** Philadelphia tanners report the outlook for black suede continues to improve as more and more inquiries come in—as well as some small orders. Even dark blue suede shows some signs of reviving. Black glazed did some business.

Linings continued to move. Slipper slow. Crushed reported by most tanners as very slow. Satin mats have not moved.

Prices holding firm. There hasn't been any more talk about increases but tanners feel increases are definitely in order. They say that the fact that prices hold firm is not too meaningful, since they hold firm at "rock bottom."

#### Average Kid Leather Prices

Suede	32c—96c
Linings	25c—55c
Glazed	25c—\$1.00
Slipper	25c—60c
Crushed	35c—75c
Satin Mats	69c—98c

**Beltng encourages.** Philadelphia tanners say business did not drop to the usual low level during the past week.

Although rough leather tanners gave no quotations, curriers found that they were paying 2c lower in some instances than they had been a few weeks ago.

Curriers divided in their description of business conditions. Some found orders slowing up while others considered business good — except for shoulders with interest continuing right through the holiday weeks and new inquiries indicating more business to come. No price changes quoted.

**Glove Leathers fair.** Prices show very little change from those of a year ago. Opening 1954 prices for the principal types of leather used in this market are as follows:

Capes & Cabrettas, ladies' weights: 75c, 70c, 65c, 57c, 47c, 37c, 30c, 26c; men's weights: 67c, 60c, 50c, 40c, 33c, 26c.

Pigskins, grey hairs: \$1.00, 80c, 60c, 50c, 35c, 22c; black hairs: 85c, 70c, 55c, 45c, 35c, 22c.

Deerskins: 55c, 48c, 40c, 32c.

Sudans, glove: 45c, 35c, 30c, 25c, 20c, 15c; garment: 48c, 44c, 40c, 30c.

Irans: 26c, 22c, 18c.

Grey Suedes, domestic: 36c, 28c; hair type: 60c, 50c.

**Work Gloves** show more activity this week as most firms returned to

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Especially made for horsehide, cow sides glove and garment leather. Excellent for goatskin glove and garment.

ARKO FAT LIQUOR LC:-  
A superior oil for deer, pig, cape and cabretta glove leather.

ARKO FAT LIQUOR CB:-  
Processed sulfonated cod oil for vegetable leathers.

ARKO FAT LIQUOR D:-  
For very fine suede leathers where dryness, nourishment and stretch are required.

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NEWARK, NEW JERSEY

Manufacturers of Industrial Chemicals for over 50 Years



normal schedules following the holidays. Now that year-end stocktaking is out of the way, it is expected that manufacturers of work gloves will get back into the market for larger quantities of leather.

Work glove splits quoted nominally unchanged with LM weight at 14-15c for No. 1 grade, 13-14c for No. 2 grade and 12-13c for No. 3 grade. M weight alone is usually quoted on a cent higher basis, No. 1 grade at 15-16c, No. 2 grade at 14-15c and No. 3 grade at 13-14c.

**Garment Leathers** back to normal. In some instances, buyers attempted to test prices by making a few inquiries here and there for new supplies.

Cowhide garment leather showed a steadier undertone around 30-33c as to tannages. Sheepskin garment leather held at mostly 33-34c and down for good tannages of suede and from 34c to 36c and down, as to tannages, for grain finish.

Horsehide garment leather still listed in some quarters at 36c and down with average price basis figured 33-34c but new business slow in developing.

**Bag, Case & Strap Better.** A lull in new business experienced during the holidays but, since the New Year and a return to normal schedules, new efforts being made to secure important business.

Sellers maintaining prices at steady levels. Case leather held at 40c for 2-2½ ounce and 42c for 3-3½ ounce. Russet strap leather unchanged with Grade A quoted at 49c for 4/5 ounce, 51c for 5/6 ounce, 53c for 6/7 ounce, 55c for 7/8 ounce, 57c for 8/9 ounce, 60c for 9/10 ounce and 63c for 10/11 ounce. Prices continued around 2c less for Grade B and 4c less for Grade C.

## TANNING MATERIALS

### Buying Sporadic But Prices Still Firm

**Tanning materials move slowly** as tanners keep orders to a minimum, buy only for immediate needs. Prices hold firm despite sales lag, expected to continue through

mid-Jan. Pick-up expected thereafter.

#### Raw Tanning Materials

Divi Divi, Dom., 48% basis shpt, bag	.. \$72.00
Wattle bark, ton	... "Fair Average" \$100.00
	..... "Merchantable" \$ 96.50
Bumac, 28% leaf	..... \$120.00
Ground	..... \$110.00
Myrobalan, J. 1's Bombay	..... \$41.00
Sorted	..... \$46.50
Genuines	..... \$50.00
Crushed 42-44%	..... \$62.00
Valonia Cups, 30-32% guaranteed	..... \$55.00
Valonia Beards, 40-42% guaran- teed	..... \$73.00
Mangrove Bark, Ecuadorian	..... \$54.00
Mangrove Bark, Colombian	..... \$58.50
Mangrove Bark, 38% E. African	..... \$72.00

#### Tanning Extracts\*

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	..... 4.40
Barrels, c.l.	..... 5.30
Barrels, i.c.l.	..... 5.65
 Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l.	..... 11.28
Bags, i.c.l.	..... 12.00
 Cutch, solid Borneo, 55% tannin	..... 08%
Hemlock Extract, 25% tannin, tk. cars	
f.o.b. works	..... .0625
bbls. c.l.	..... .06%
Oak bark extract, 25% tannin, lb.	
bbls. 6½-6%, tks.	..... .06%
Quebracho Extract:	
Solid, ord., basis 63% tannin, c.l.	.11 31/64
Solid clar., basis 64% tannin, c.l.	.12 3/16
Wattle extract, solid, c.l. East African	
60% tannin	..... .10
Wattle extract, solid, c.l. South African	
60% tannin	..... .10
Powdered super spruce, bags, c.l.	
.05%; i.c.l.	..... .05%
Spruce extract, tks., f.o.b. wks.	..... .01%
 Myrobalan extract, solid, 55% tannin	..... .07%
Myrobalan extract, powdered, 60% tan- nin	..... .10
Valonia extract, powdered, 63% tannin	..... .09%
Quebracho Extract, Powdered, Swedish	
spray dried, 76-78% tannin	..... .16%
Wattle Extract, Powdered, Swedish,	
78% tannin	..... .15%
Powdered Spruce, spray dried, Swedish	..... .04
Myrobalan, Swedish, Powdered 68-70%	..... .11%
Oakwood, Swedish, solid, 60-62%	..... .11%
Oakwood, Swedish, powdered, 64-66%	..... .12
Larchbark, Swedish, solid, 54-56%	..... .11%
Larchbark, powdered, Swedish spray- dried, 58-60%	..... .12%

#### Tanners' Oils

Cod Oil, Nfd., loose basis, gal.	.... 90-95
Cod, sulphonated, pure 25% mois- ture	..... 12½-13
Cod, sulphonated, 25% added mineral	..... 11-11½
Cod, sulphonated, 50% added mineral	..... 10½-11
 Castor oil, No. 1 C.P. drs. i.c.l.	.... 22
Sulphonated castor oil, 75%	..... 20%
Linseed oil, tks., f.o.b. Minn.	..... 15.2
drums	..... 16.7
Neatsfoot, 20° C.T.	..... 28-29
Neatsfoot, 30° C.T.	..... 26-27
Neatsfoot, prime drums, c.l.	..... 19
i.c.l.	..... 20
Neatsfoot, sulphonated, 75%	..... 16½-17%
Olive, denatured, drs. gal.	..... 2.20
Waterless Moellon	..... 13½-14
Artificial Moellon, 25% moisture	..... 13
Chamola Moellon, 25% moisture	..... 11-12
Common degras	..... 12-13
Neutral degras	..... 25-26
Sulphonated Tallow, 75%	..... 11-12
Sulphonated Tallow, 50%	..... 08-09
Sponging compound	..... 13-14
Split Oil	..... 11-12
Sulphonated sperm, 25% moisture	..... 14-15
Petroleum Oils, 200 seconds visc., tks. f.o.b.	..... 14%
Petroleum Oils, 150 seconds visc., tks. f.o.b.	..... 13%
Petroleum Oils, 100 seconds Visc., tks. f.o.b.	..... 12%

\*Imported Extracts are plus duty.

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**ANILINE OR PIGMENT FINISH**

**CHROME SPLITS**

**PIGMENT FINISHED FOR UPERS**

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## More Activity In Hides As Prices Show Stability

Packers Report Better Demand Developing Following Sharp Holiday Slowdown

**Big Packer Hides Improve.** Volume of business increased and, in a few instances, prices of certain selections displayed a firming tendency.

Branded steers in good demand at steady prices. Two of the big packers sold at unchanged prices of 10½c for butts and heavy Texas and 10c for Colorados. Substantial movement of northern branded cows at 11c while southwestern productions of lighter average weight brought a half cent premium or 11½c. In previous trading, southwesterns had sold at the same price as northerns.

Very good demand for Chicago and northern low grub heavy native steers and cows on the steady basis of 12½c and several cars were sold in subsequent trading. Another packer sold heavy native steers at 12½c for Chicago-Albert Lea productions and

12c for not too grubby Cedar Rapids and Omaha productions.

Additional trading in Chicago and northern heavy native cows at 12½c but buyers not too anxious to take river productions at 12c, particularly Kansas City and St. Joseph productions where hides run seasonally heavy for grubs.

Demand for lighter selections of native hides also somewhat selective. Steady interest in light native steers at 14½c from most points but in some instances buyers have reached to 15c for Chicago and low grub northerns. Production of the lighter hides limited at this time of year. Interest continues for light native cows at 14½c but packers slow to put out new offerings this week. An outside independent packer secured a half cent advance or 15c for about 1,600 from Austin, Minnesota, plant.

### HIDE FUTURES

	Close Jan. 7	Close Dec. 30	High for Week	Low for Week	Net Change
January .....	14.94T	15.15T	15.27	14.90	-21
April .....	15.09T	15.20B	15.49	15.05	-11
July .....	15.14B	15.25B	15.51	15.10	-11
October .....	15.23B	15.30B	15.54	15.15	-07
January .....	15.23B	15.30B	15.50	15.18	-07
April .....	15.15B	15.27B	.....	.....	-12
Total Sales:	189 Lots				

### HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Heavy native steers .....	12 -12½	12 -12½	13 -13½	15 -15½
Light native steers .....	14½-15	14½	15½-16	18½-19
Ex. light native steers .....	16½	16½	18	21 -21½
Heavy native cows .....	12 -12½	12 -12½	13 -14	15 -15½
Light native cows .....	14½-15	14½	15 -15½	17½-17¾
Heavy Texas steers .....	10½	10½	11	12½-13
Butt branded steers .....	10½	10½	11	12½-13
Light Texas steers .....	12N	12N	13	16N
Ex. light Texas steers .....	15N	14½N	15	18N
Colorado steers .....	10	10	10	11½
Branded cows .....	11 -11½	11	12 -12½	14 -14½
Native Bulls .....	9½-10N	9 -10	9½-10	10½
Branded Bulls .....	8½ - 9N	8 - 9	8½ - 9	9½
Packer calfskins .....	37½-45	38 -48½	42½-48½	42½-50
Packer kipskins .....	24 -27½	24 -30	25 -30	32 -40

NOTE Price ceilings have now been completely ended by the government. All remaining goods and services have been removed from price controls. All regulations winding up controls require that applicable records be held until April 30, 1955.

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EMULSIFIED OILS  
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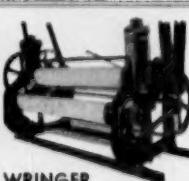
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Also prepares both bark and chrome  
tanned sides and whole hides for  
the skiving and splitting machine.

**Quirin Leather Press Co.**  
Olean, New York

**Independents Moving.** Large Minnesota packer sold Austin light native cows at 15c, or a half cent advance over previous sales. Same packer also sold heavy native steers at 12½c and heavy native cows at 12½c, considered steady. Packers' Ass'n. at Chicago sold heavy native steers and 850 heavy native cows on the same basis. A large Iowa packer sold branded cows at unchanged price of 11c, Ottumwa production in-

In the New York market, one packer sold heavy native steers at 13c, considered a premium because of freight advantage to the buyer.

**Small Packers Steady.** Somewhat firmer undertone developing in big packer market seemed to have a corresponding effect upon small packer market.

Trading in midwestern 50-52 lb. avg. hides provided a good illustration of the improvement in this market. Whereas a week or ten days previous, 50-52 lb. avg. midwestern small packers were bought sparingly at 12c with a very limited demand at that price selected fob. shipping points, a number of cars sold this week at 12½c and a couple cars of very choice plump hides of similar average even brought 13c selected fob. with brands at a cent and a half less.

Other average weights came in for some demand. Lighter hides of good quality small packer production averaging around 45 lbs. wanted at 13c flat fob. and not easy to obtain as many producers try for more money. Some special lots of split-weights such as 45-58 lb. small packers brought a premium of 13½c.

Heavier hides averaging up to 58-60 lbs. moved at 11½c and some 60-62s brought 11c which sellers later declined, asking a cent more. Ordinary quality heavy hides averaging 64-65 lbs. moved at 9½c sel. fob.

**Country Hides Broaden.** Fair amount of business in range of 9-9½c flat trimmed fob. shipping points for mixed lots of country allweights containing renderers and averaging up to 50 lbs.

Several cars of locker butcher hides free of renderers sold at steady price of 10c flat tr'd. fob. shipping points for around 50 lb. avg. hides as well as some of around 46 lb. avg. Tanners showed more interest at these prices, probably influenced by developments in outside markets.

**Calfskins Ease.** Offerings by one big packer at steady prices on Monday had no takers and on Tuesday

## Regal Stock To Brown?

Reports that Brown Shoe Co. is negotiating with General Shoe Corp. for the purchase of the latter's holdings of stock of Regal Shoe Co., Whitman, Mass., were denied this week by Clark R. Gamble, president of Brown.

Acquisition of Regal stock now held by General Shoe would open the way for Brown to acquire control of the Whitman firm.

James F. Whitehead, Jr., president of Regal, would not comment on the report. He said he would prefer that any statement on the situation come from Brown or General.

this packer sold at 2½c declines. Trading included northern calf such as Milwaukee allweights at 40c for heavy and 42½c for light while St. Louis lights alone sold for 37½c, at least 12,500 involved from these points.

Small packer skins quoted nominally unchanged at 32-34c selected for good quality allweight calf and 17-18c for kip while country calf held around 23c and kip at 13c in carload lots.

Packer regular slunks nominal at \$1.85 and large hairless at 85c, last reported paid.

**Horsehides Mixed.** Some sources reported obtaining trimmed lots of northern whole hides at prices ranging from \$8.75 to \$9.25 fob. shipping points while others indicated choice productions would still bring premiums such as \$9.50-\$9.75 and possibly even \$10.00 for very best heavy average productions free of mules. Untrimmed hides were nominally \$1.00 more.

**Sheep Pelts Slack.** Buyer resistance has appeared in many instances, particularly on less desirable quality skins.

Big packer fall clips last moved in the range of \$1.90-\$2.25 and No. 1 shearlings at \$1.25-\$1.55. Small lots of No. 2 shearlings at \$1.15-\$1.20 and No. 3s at 80-85c. Packer wool pelts of current production have sold in the range of \$3.25-\$3.35 per cwt. liveweight basis. Full wool dry pelts nominally unchanged at 23-25c fob. awaiting new sales.

Pickled skins slow around \$11.00 to \$12.00 per dozen for mixed sheep and lambs.

**Goatskins Slack.** Very few offerings reported from most shippers.

India and Pakistan skins firmly held at 50c above buyers' views. Most group 4 Amritsars held from \$9-\$9.50 per dozen c&f. Southern Indias at \$9.75-\$10 for 1.70/1.80 lb. skins. Calcuttas well above buyers' views.

Bati types last sold at \$9.75, an increase of 25c. Shippers now holding out for more. Last sales in genuine Batis, 115 lbs., \$10.70 with \$11.00 and up for heavier skins.

Heavy Nigerians brought 31½ and 32c per lb., basis primes, in latest reported sales.

**Dry Sheepskins mixed.** Selling quarters state that while it is still difficult to interest buyers here in most descriptions, some export business has been going on, especially in Argentine wool skins and Peruvian slats. Also some limited sales of domestic shearlings.

Brazil cabrettas holding steady and both U. S. and Europe has been buying regulars at \$12.00-12.50 per dozen, fob., depending upon sections and lots. Some shippers now asking \$12.75 fob. for business. Specials sold at \$16.00-16.50 per dozen, fob., as to weights.

France has been an active buyer of Addis-Ababa butcher skins. During Nov. France purchased about 13,000 dozen at \$12.75 for 170-lbs. and \$13.50 for 180-lbs. In this market, buyers' ideas seem to be top at \$13.00 for the heavier weights.

**Pigskins firm.** Fulton County still showing relatively little interest but dealers and Europe had been active buyers, causing shippers to be very firm in their ideas. Offerings restricted and usually at prices above what buyers here willing to pay. Some Manaos grey peccaries have sold at \$1.80 fob., but most buyers' views lower. Some offerings of Peruvian grey peccaries at \$1.90 c&f. and blacks at \$1.25 c&f. with buyers' ideas 10c less on the greys and 20c less on the blacks.

Following late sales Chaco carpinchos, shippers have firmed up in their ideas, claiming to be well sold up. Some late asking prices \$2.75 c&f., basis primes, being 10c over the last confirmed sales. No offerings of Chaco peccaries.

**Pickled Skins hold.** The New Zealand market closed very firm at the end of the year and advances were paid for certain brands.

Both U. S. and U. K. operated, principally in North Island lambs at prices ranging from 73-80 shillings as to brands while some South Island "CFM" lambs also moved at 80 shillings. Some freezers were refusing

77 shillings for "Gear" and 83 shillings for "Longburn" North Island lambs.

Iranian pickled sheepskin market mixed. While some selling quarters report they have been moving skins from spot at from \$13.25-13.50 per dozen, others claim they cannot get bids over \$10.50-11 and they have had offers for shipment below reported sale levels.

Domestic market unchanged as most buyers' ideas not over \$11.00 and sellers have been naming \$12.00.

**Reptiles slack.** Offerings more liberal and prices reduced in some instances, although some shippers still have high ideas.

Fair sized quantity of Brazil back cut tejus, 20/60/20 assortment, 90/10 selection, sold for Jany-Feby shipment at 60c fob. and further lots available at this figure. In a nominal way, giboias are quoted 40c fob. No interest in chameleons.

India market quiet. Offerings of wet salted back cut Agra lizards, 9 inches up, averaging 10 inches, 80/20 selection, at 24c and 10 inches up, averaging 11 inches at 32c, failed to interest buyers. Sellers also anxious to sell wet salted Bengal lizards.

Various prices heard on whips with some offerings of Madras bark tanned whips, 4 inches up, averaging 4½ inches, 70/30 selection, at 46-47c

while other offerings, including skins averaging 4¾ inches, at 46-49c and no sales confirmed.

Alum tanned water snakes, 3 inches up, averaging 3½ inches, 70/30 selection, offered at 12-16c, as to shippers.

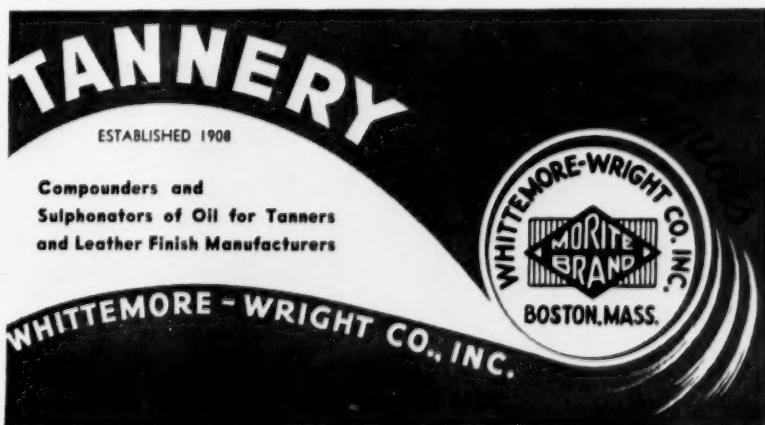
A small lot of wet salted alligators, 3 inches up, averaging 12/13 inches, 80/20 selection, held at 93c. Buyers' ideas usually below asking prices with some East Africans, 10 inches up, averaging 17/18 inches, 80/20 selection, held at \$1.10 and buyers' ideas 90c, possibly might pay 95c.

Best bids for ring lizards \$1.00 but shippers talking from \$1.10-1.38, depending upon shippers, lots and sections involved. Siam reports ready market for ring lizards in Japan.

**Deerskins mixed.** Difficult to confirm any sales as most selling quarters state that either they are not receiving any offerings or else asking prices are above buyers' views.

Last confirmed sales Brazil 'jacks' at 60c, basis manufacturers. Reports from Siam that Japan continues to be an active buyer of skins and paying as high as 62c c&f. basis as against buyers' views of 53-54c c&f.

New Zealand market slow and nominal. Buyers showing very little interest in these skins at this time as our domestic skins seem to work out much cheaper.



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# PEOPLE

*About industry personalities coast to coast*

• **Michael Parker** has been elected vice president of Dietrich Hide Corp., Chicago hide firm. Before joining Dietrich three years ago, Parker was hide buyer for U. S. Leather Co. in New York.

• **Arthur A. Brown** of the Accent Shoe Co. division of International Shoe Co. has been re-elected president of the Shoe Travelers Association of Chicago. Other officers re-elected at the Association's annual luncheon meeting last week were **William F. Stamm**, vice president; and **Billy K. Hubbard**, secretary-treasurer. Guest speakers at the luncheon included **Edward Trench**, president of the National Shoe Travelers' Association, and **Norman N. Souther**, treasurer of the same association.

• **Valentine Boise** has joined the New York office of General Dyestuff Corp. as market manager of Industrial Dyestuffs.

• **W. W. Day** has been appointed advertising manager of Masland Duraleather Co., Philadelphia. He has been assistant advertising manager of the firm since 1949.

• **J. L. Stone** has resigned as sales manager of the Robin Hood Division of Brown Shoe Co. His successor has not been named as yet.

• **W. W. McCallum** has been elected president and chief executive officer of John Morrell & Co., Ottumwa, Ia., meat packer. He succeeds **J. M. Foster**, resigned due to ill health, who has been elected vice chairman of the board.

• **L. J. Schaefer**, sales manager of Brown Shoe Co.'s Naturalizer Division, has taken on additional administrative duties in the sales department as assistant to **A. C. Fleener**, vice president in charge of sales. Schaefer continues as sales manager and general manager

of the Naturalizer Division, a post he has held since 1949.

• **Dorothy Fox Davies** has announced her resignation as fashion director of Hermann Lowenstein, Inc., of New York, and has joined E. Hubschman & Sons, Inc., of Philadelphia as fashion, publicity and promotion director. She will have her offices in the Empire State Bldg., New York.



**WILLIAM MOE**, appointed general superintendent of F. C. Huyck & Sons, Rensselaer, N. Y., manufacturer of wringer felts for tanning machines. Appointment was announced by Grenville R. Holden, president of the firm.

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• **Chet E. Blackey, Sr.**, has been named sales manager of Gold Craft Shoe Co., Inc., Portsmouth, N. H., manufacturer of misses' and women's moccasins. Blackey was formerly associated with Passaquoddy Shoe Corp.

• **Fred Herrmann** has been appointed sales manager of Carlisle Shoe Co., subsidiary of I. Miller & Sons and General Shoe Corp. He succeeds **John Pollack** who has not yet announced his plans for the future. Herrmann has been a sales representative for I. Miller's Millerkins line.

• **H. H. Luning**, vice president and director of International Packers, Ltd., Chicago, formerly Swift International, Ltd., has been elected president and chief executive officer. He succeeds **Joseph O. Hanson** who will continue as a company director. **A. Thomas Taylor**, vice president and a director for the past 11 years, was named chairman and will retain his executive duties.

• Pocono Shoe Co., Inc., of Stroudsburg, Pa., has announced the appointment of **Thomas Breslauer** as vice president.

# NEWS QUICKS

*About people and happenings coast to coast*

## Illinois

• **O'Connor & Goldberg**, Chicago retail shoe chain, has signed a long term lease for a new shoe store to be erected at 3210 Lincoln Ave. Spring completion is planned for the new building.

• **Hide and Leather Association of Chicago** will hold its annual stag dinner at the Swedish Club on January 28th.

• **Brown Shoe Company** is reported closing its De Loy, Missouri plant. It will make De Loy shoes in its factory at Trenton, Ill.

## Maine

• **E. E. Taylor Corp.**, Augusta, manufacturer of men's welt shoes, is planning to move its Boston offices to 183 Essex Street.

## Massachusetts

• **Vagabond Shoe Corporation** has begun operations in Lawrence at 15 Union Street. The company employs some 100 workers in the production of shoes and slippers for men, boys, little gents, children, misses and infants. Louis Chedekal and Robert Mayer are principals in the new firm.

• Efforts are being made to sell the closed **Curtis shoe factory** of Marlboro intact in order to continue the manufacture of shoes. The building is completely equipped for this purpose and production could begin within two weeks after purchase.

• Merchandise, materials, machinery and all assets of **Knights-Allen Co., Inc.**, 403 River Street, Haverhill, manufacturer of women's shoes, have been assigned to Atty. James P. Cleary.

• **Continental Textile Corp.**, 209 Essex St., Boston, has recently been organized with J. Settino as president and H. Yanco as treasurer.

• Business operations have been discontinued by **W. G. Donald Co.**, Boston, dealer in upper leathers.

• **Medway Shoe Mfg. Corp.**, Broad Street, Medway, has been purchased by Veritas Co., Inc., industrial chemical manufacturer. The Medway firm had suspended its operations as of March, 1953.

• City, union officials and leather company owners in **Peabody** are plan-

ning a joint meeting this month to discuss methods of keeping **leather manufacturers and workers** in the area.

• Involuntary petition in bankruptcy has been filed against **Glendale Shoe Co.**, 10 Thacher St., Boston, by Sharaf Shoe Supply Co., Lynn; Joseph D. Gusenoff; and Beacon Fast Freight Co., Inc., Boston.

• **Chester C. Rodenbush & Sons**, manufacturer of shoe findings, is planning to move to 54 First Street, Brockton.

• **H. C. Harris**, manufacturer of babies' shoes, has taken floor space on Bowdoin St., Westfield.

• **Gratton & Knight Co.**, Worcester, has recently introduced a new leather cleaner, polisher and preservative to be known as Leatherfoam.

## Missouri

• **Beacon Shoe Co., Inc.** has been

organized recently in Jonesburg. The firm occupies a building with some 9,000 square feet of working space.

## New Hampshire

• Some 1,000 employees of **J. F. McElwain Company**, Nashua, were expected to file claims for unemployment compensation last week. Adelard Cote, business agent of the New Hampshire Shoe Workers Union, will cooperate with the Division of Employment Security in this undertaking.

## New Jersey

• An involuntary petition in bankruptcy has been filed against **Belle Shoe, Inc.**, 72 Gray Street, Newark, by United Backing Co., Inc., Glendale, L. I., N. Y., and Jayne Robinson Corp., Brooklyn.

## New York

• **Di Parigi, Inc.**, 153 W. 27th Street, New York City, has been organized recently for the manufacture of women's clogs. Officials of the company include: W. B. Ratnoff, president; J. Schaefer, vice president; and E. Schaefer, treasurer. The Di Parigi company has purchased the machinery

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4-Chloro-6-Methoxyquinoline	n-Octyl Bromide
Citrazinic Acid Tech.	n-Octyl Mercaptan
2,5-Dimethyl-1, 5-Hexadiene Tech.	Para-Tolyl Acetic Acid
2,5-Dimethyl-2, 4-Hexadiene Tech.	Phenyl Trimethylammonium Sulfate Solid
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and equipment of **Metro Shoe Co., Inc.**

• Payment will be made in full to original merchandise creditors of **Triple Novelty Footwear Co., Inc.**, 52-01 Flushing Ave., Maspeth. The company is now in full operation under the supervision of the creditors' committee.

• **Harric Shoe & Slipper Co., Inc.**, manufacturer of children's stitch-downs, formerly of New York City, has moved recently to 8 Forrest Street, Brooklyn.

• The setting up of a sales program and the sales executive's job in the

face of increased competition for the customer's dollar will be discussed at the **American Management Association's** annual marketing conference scheduled for January 27-29 at the Hotel Roosevelt, New York City. Some 1,000 marketing executives are expected to attend the sessions.

• **Semet-Solvay Petrochemical Division**, Allied Chemical & Dye Corporation, recently announced the opening of its new **Niagara River Petrochemical Plant** at Tonawanda for the production of polyethylene products. **Textile manufacturers and leather finishers** are interested in A-C Polyethylene, a low weight polymer,

because of its non-tackiness, chemical resistance properties, abrasive resistant qualities and non-toxicity.

• **Hurd Shoe Co.**, 101 First Street, Utica, recently presented bonds to William D. Ashmore and Mabel E. Bardsley who have been with the company some 45 years.

## North Carolina

• **B. B. Walker Co.**, Asheboro, has been named a distributor for the state of North Carolina by Hussco Shoe Company, 1328 Broadway, New York City.

• **J. M. Edwards Shoe Co.**, Raleigh, is planning to move to 10 East Martin Street. The move will increase the firm's selling space one-fourth and enable it to add new lines.

## Ohio

• **U. S. Shoe Corporation**, with general offices in Cincinnati, has voted a year-end extra dividend of 50 cents a share on common stock payable January 4 to holders of record December 23. The company also declared the regular quarterly common stock dividend of 25 cents a share payable January 15 to holders December 23.

## Pennsylvania

• **Diane Footwear, Inc.**, Wilkes-Barre, is planning to construct a new plant in the Franklin Field area. The new factory will employ some 250 persons in the manufacture of women's, children's and misses' Littleways, Compos, slippers and casuals.

• **Irvin B. Foster Sportswear Co., Inc.**, J & Ontario Streets, Philadelphia, has filed Amendment to Articles of Incorporation, changing the name of the company to **Frances Foster, Inc.**

• More than 250 executives and employees of **Vincent Horwitz Company**, Altoona, manufacturer of women's casual play shoes, and their families and guests attended the company's annual Christmas party.

## Texas

• **Jacktex Shoe Mfg. Co., Inc.**, Jacksboro, has been organized by H. L. Curtis for the manufacture of children's stitchdowns.

## Vermont

• Some 50 shares of \$100 common stock for cash return has been issued

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Nairobi, Kenya, East Africa

by Vermont Shoe Co., Inc. of Lyndon.

### Puerto Rico

• **Boricua Shoe Co., Inc.**, at Mayaguez (Carolina), has been organized for the production of men's, women's and children's slippers.

## Canadian Notes

• **Imports of raw hides and skins** into the Canadian market increased to \$4,800,000 in the first three-quarters of 1953 as compared with \$4,280,000 in the corresponding period of 1952. Imports of unmanufactured leather advanced to \$6,917,000 in this period against \$5,402,000, with manufactured leather imports rising to \$7,884,000 against \$5,379,000 a year earlier.

• Time lost in **labor disputes** in the leather and fur products industries accounted for 5,000 man-working days in Oct. out of 268,100 man-

working days lost for this period in all industries.

• **Leather footwear production** fell below the previous year's level for the first time in Sept. but in the first three-quarters of 1953 Canada's footwear manufacturers turned out 2,940,247 pairs more than in 1952. Production increased 11% to 30,274,582 from 27,334,335 pairs. Sept. output was 138,407 pairs lower at 3,312,843 against 3,451,250 a year earlier, though above the 3,296,904 pairs of the preceding month.

Sept. drop was the result of declines in output of footwear for men, youths, women and growing girls, babies and infants, which outweighed larger output of boys', misses' and children's and little girls' shoes. In the nine-month comparison production was higher in 1953 for all except youths' footwear.

Of leather footwear made in Sept., 1,849,868 pairs or 56% had soles of materials other than leather as compared with 1,989,347 pairs or 58% of the output in Sept. of the previous year. Of the nine-month output, 18,851,499 pairs or 62% did not have leather soles, an increase from 17,053,764 pairs but about the same proportions.

portion of the total production as in the first three-quarters of 1952.

Production of leather footwear in first nine months of 1953 showed the following (figures in brackets for 1952): men's, 6,731,640 (6,426,045) pairs; boys', 1,013,414 (972,056); youths', 254,755 (259,909); women's and growing girls', 14,953,553 (13,139,337); misses', 2,746,717 (2,433,202); children's and little gents', 2,270,483 (1,982,670); babies' and infants', 2,304,020 (2,121,116); total, 30,274,582 (27,334,335).

• **English Leather Goods Co., Ltd.**, Toronto, has made an assignment in bankruptcy and Herbert G. Gordon, C.A., has been appointed trustee of the estate.

• Sales of women's, misses' and children's shoes in Canada's **department stores** across the nation declined 5.7% in dollar volume during Oct. compared with the same month a year ago. Sales of men's and boys' shoes in these stores dropped 11.1% in this period. Stocks of women's, misses' and children's shoes advanced 18.1% in value in this month over last year and increased 19.9% for men's and boys'

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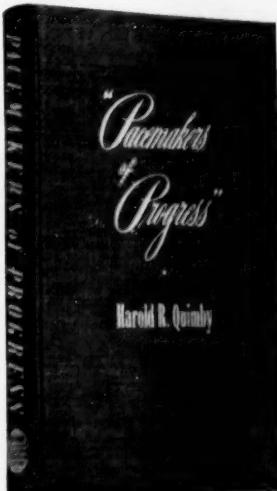
Space in this department for display advertisements is \$8.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$3.00 per inch for each insertion.

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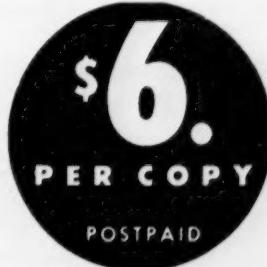
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## Coming Events

Jan. 31-Feb. 3, 1954—40th Anniversary Mid-Atlantic Shoe Show, sponsored by Middle Atlantic Shoe Travelers, Manufacturers and Wholesalers. Benjamin Franklin, Philadelphia, Pa.

Feb. 14-16, 1954—Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherlands Plaza Hotel, Cincinnati, O.

February 27-March 2, 1954—Allied Shoe Products and Style Exhibit for Fall and Winter 1954. Hotel Belmont Plaza, New York City.

March 1-2, 1954—Showing of American Leathers for Fall and Winter 1954. Sponsored by Tanners' Council of America. Waldorf-Astoria, New York City.

April 4-8, 1954—Advance Boston Fall Shoe Market Week. Sponsored by New England Shoe and Leather Association. Hotels Statler and Touraine and manufacturer showrooms in Boston.

April 25-28, 1954—St. Louis Shoe Show, sponsored by St. Louis Shoe Manufacturers Association. Leading St. Louis hotels.

May 2-6, 1954—Popular Price Shoe Show of America. Sponsored by National Association of Shoe Chain Stores and New England Shoe and Leather Association. Hotels New Yorker and McAlpin, New York City.

May 10-11, 1954—Annual Spring Meeting of National Hide Association. Sheraton-Cadillac Hotel, Detroit, Mich.

May 13-14, 1954—Annual Spring Meeting of Tanners' Council of America. Bedford Springs Hotel, Bedford, Pa.

June 7-10, 1954—Annual Convention, American Leather Chemists Association. Bedford Springs Hotel, Bedford, Pa.

Aug. 31-Sept. 1, 1954—Showing of American Leathers for Spring and Summer 1955. Sponsored by Tanners' Council of America. Waldorf-Astoria, New York City.

Oct. 24-27, 1954—National Shoe Fair. Sponsored by National Shoe Manufacturers and National Shoe Retailers Associations. Palmer House and other Chicago hotels.

Oct. 28-30, 1954—Annual Fall Meeting of Tanners' Council of America. Edgewater Beach Hotel, Chicago.

## Deaths

**Ralph Mucci . . . 58**, leather executive, died Dec. 30 at his home in Newark, N. J. A veteran of the leather business, he was founder and president of Mucci Bros., Newark leather finishing firm. A native of Biccari, Italy, he came from Italy 42 years ago. He operated the leather firm for many years with his brothers, Anthony and Samuel, who survive him. Other survivors include his wife, Mary G.; four sons, Alfred, Vincent, Daniel and Albert; three daughters, Miss Anne, Mrs. Julia Paternostro and Mrs. Eleanor Cortiana; two sisters and three grandchildren.

**John M. Miller . . . 48**, shoe executive, was found dead in his automobile near McConnellsburg, Pa., on Dec. 22. He was vice president of Hagerstown Shoe Co., Hagerstown, Pa., with which he had been associated for the past 28 years. He was a member of the company's Quarter Century Club and a past president of the Central Pennsylvania Shoe and Leather Association. Miller was also active in community and organizational affairs. Surviving are his wife, Nellie; a son, John M., Jr.; a daughter, Miss Suzane, his father and step-mother, four brothers and a sister.

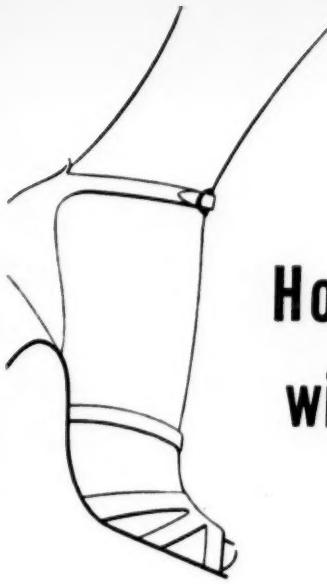
**Erwin J. Erdmann . . . 51**, retired tannery foreman, died recently at his home in Milwaukee, Wis., following a long illness. He was foreman of the fur finishing department of J. Laskin & Sons Corp., Milwaukee until his retirement two years ago due to ill health. He had been associated with the firm for the past 25 years. He leaves his wife, Rose; a daughter, Mrs. Irene Brewer; a son, Donald; a brother, Harvey and two step-brothers.

**Frank J. Iorio . . . 61**, shoe foreman, died Dec. 27 at his home in Dover, N. H. A native of Boston, he had lived in Dover for the past 12 years, most of which he had spent with Lunder Shoe Corp. Surviving are his wife, Ann; a son, Anthony; a brother and sister.

## Index to Ads

Amalgamated Leather Co's., Inc.	34
American Color & Chem. Co., The	24
American Extract Co.	16
Arkansas Co., Inc.	21
Armour Leather Co.	20
Armstrong Machine Works	19
Barbour Welting Co.	18
Calzado y Teneria	32
Dyo Chemical Co.	15
E-Z Clicker Block Planing Machine Co.	18
Freeman, Louis G., Co.	28
Gallagher, Paul, & Co., Inc.	24
Griswold, George H.	33
Leatex Chemical Co.	23
Lichtman, J., & Sons	22
Los Angeles Tanning Co.	22
Lynn Innersole Co.	18
Marden-Wild Corp.	17
New York Quinine & Chemical Works, Inc., The	29
Nopco Chemical Co.	Back Cover
Orthmann Laboratories, Inc.	32
Quirin Leather Press Co.	24
Respro Inc.	35
River Plate Corp., The	30
Robeson Process Co.	24
Schlossinger & Cia. Ltda.	25
Smidt, Samuel, Chemical Corp.	10
Socony-Vacuum Oil Co., Inc., Tanners Div.	2
South African Wattle Extract Mfrs. Asso.	31
Standard Dyewood Co., Inc.	23
Stehling, Chas. H., Co.	3
Taber Pump Co.	25
Tanexco, Inc.	17
United Shoe Machinery Corp.	7, 26 and 27
Whittemore-Wright Co., Inc.	25

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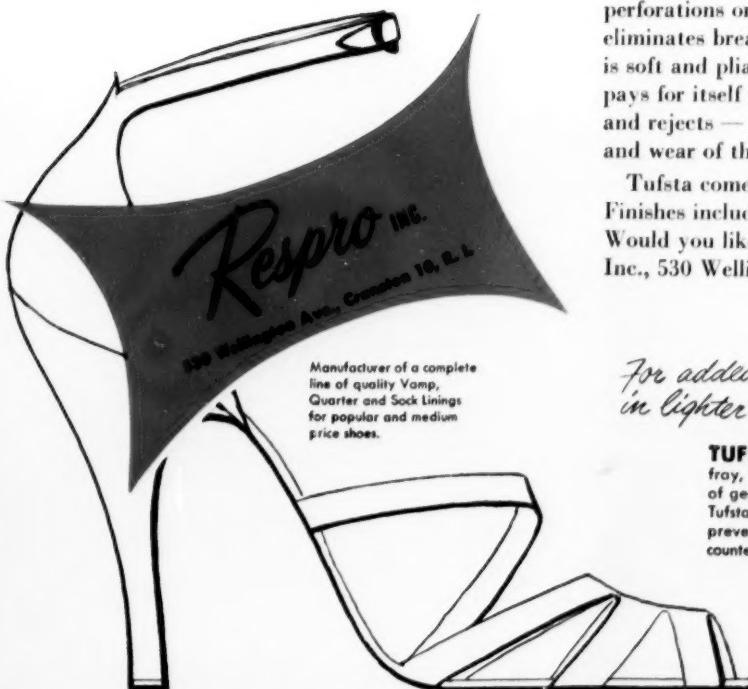
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